



Vice President of Philanthropy & Donor Engagement Foundation for Society for Maternal-Fetal Medicine

About Society for Maternal-Fetal Medicine

Established in 1977, the Society for Maternal-Fetal Medicine (SMFM) is a non-profit membership organization based in Washington, DC. With more than 5,300 physicians, scientists and women's health professionals around the world, the Society supports the clinical practice of maternal-fetal medicine by providing education, promoting research, and engaging in advocacy to optimize the health of high-risk pregnant women and their babies.

About Foundation for SMFM

The Foundation provides critical funding and support through research and clinical training grants, global health initiatives, and evidence-based programs designed to improve outcomes for individuals with high-risk pregnancies. Ultimately, by creating mentored opportunities for the next generation of clinicians and scientists, the Foundation empowers the SMFM community to drive continuous innovation and excellence in the field.

Position Summary

The Vice President of Philanthropy & Donor Engagement is a strategic fundraising leader responsible for expanding the Foundation's individual philanthropy program and deepening engagement with donors who support the advancement of maternal-fetal medicine.

This role will lead efforts to grow philanthropic support from individual donors, planned and estate gifts, and family foundations. The Vice President will manage a portfolio of current and prospective donors, cultivate meaningful relationships, and implement strategies that inspire sustained giving in support of the Foundation's mission.

Working closely with the Foundation's leadership, volunteers, and key stakeholders, the Vice President will lead donor cultivation, solicitation, and stewardship efforts while ensuring strong systems, data tracking, and pipeline management to support long-term philanthropic growth.

Resource Management

- Strategic resource growth & management: Drive the expansion of the Foundation's financial and operational resources while maintaining stable expenses in the near term; demonstrate the ability to scale organizational capacity and programmatic reach in direct alignment with revenue growth.

Individual & Major Donor Development

- Manage and strategically expand a portfolio of current and prospective donors, cultivating relationships that deepen engagement and increase philanthropic support for the Foundation.
- With support from Foundation leadership and the senior executive team, identify, qualify, cultivate, solicit, and steward major gift prospects and donors through personalized engagement strategies.
- Develop and implement strategies to grow the Foundation's individual giving program and increase donor retention and overall giving levels.
- Build relationships with SMFM members to identify and grow donor opportunities within and beyond the membership.
- Conduct donor meetings, virtual and in-person engagement opportunities, and mission-focused conversations that strengthen relationships and inspire investment.

Planned & Estate Giving

- Develop and expand planned and estate giving opportunities that support the long-term sustainability of the Foundation.
- Cultivate relationships with donors interested in legacy philanthropy and long-term impact.
- Support conversations with donors and advisors regarding estate gifts and other planned giving vehicles.

Family Foundations & Philanthropic Partnerships

- Identify and cultivate relationships with family foundations and philanthropic families whose priorities align with the mission of the Foundation.
- Develop tailored proposals and partnership opportunities that connect philanthropic investment with programmatic impact.
- Strengthen stewardship and reporting practices to maintain long-term relationships with foundation partners.

Donor Engagement & Collaboration

- Partner with peers, senior leaders, and board members to cultivate, solicit, and steward individual donors and philanthropic partners.
- Design and implement donor engagement strategies including events, briefings, communications, and recognition initiatives that deepen relationships with supporters, in collaboration with staff teams that lead marketing, meetings, and communication for the Society.
- Represent the Foundation for SMFM within philanthropic and professional networks to expand visibility and build new donor relationships.

- Increase the visibility of the Foundation for SMFM through strategic use of SMFM communications channels, publications, and events, in collaboration with marketing and program staff.
- Supervise staff responsible for Foundation board and donor administration and program management, currently overseeing seven programs managed by two full-time team members.

Development Operations & Strategy

- Maintain a strong prospect pipeline and regularly assess portfolio performance and fundraising progress.
- Utilize data and donor insights to inform fundraising strategies and identify opportunities for growth.
- With support from program staff, ensure accurate and timely tracking of all fundraising activity including pipeline management, deadlines, and performance metrics within DonorPerfect and other internal systems.
- With the CEO and controller, support the preparation and management of the Foundation's annual budget, revenue projections, and long-term philanthropic strategy for the Foundation.
- With input from the marketing team and program staff, oversee the development of key materials, including the Foundation's Annual Report, donor communications, and fundraising collateral that highlight the Foundation's mission and impact.

Requirements

SMFM Core Competencies

All staff members are expected to demonstrate excellence in the following areas:

- Respect for differences – whether racial, ethnic, sexual orientation, gender, or socioeconomic class.
- Effective, respectful, and timely communications with supervisors, coworkers, vendors, and others.
- Effective teamwork and collegiality to ensure the timely, strategic, and successful completion of work.
- Actively listening, seeking, and accepting feedback, and recognizing the importance of stretching oneself, learning, and growing.
- Being an analytical, thoughtful, and strategic thinker and actor; considering the mission, objectives, work plans, and goals of SMFM's work and demonstrating an understanding of the impact of their decisions and behavior on the organization.
- Seeking out advice, counsel, and permission appropriately; but not being afraid to act when it is required to be effective.

Desired Qualifications

- BA/BS degree in relevant field required, master's degree highly preferred.
- Minimum of 7 - 10 years of experience in nonprofit management, fundraising, project management, preferably related to women's health.
- Experience with planned giving or estate gifts preferred
- CFRE preferred but not required.

Supervision Given:

- Direct supervision of Sr. Manager and Manager.
- Supervision of vendor/consulting outsourced management services.

Knowledge, Skills and Abilities:

- Solid project management skills and organizational abilities, including planning, delegating, program development and task facilitation.
- Ability to effectively articulate the Foundation's mission to Society members, prospective donors, and partners.
- Previous success in establishing relationships with individuals and organizations of influence including funders, partner agencies and volunteers.
- Demonstrated ability to oversee and collaborate with staff.
- Strong financial management skills, including budget preparation, analysis, decision making and reporting.
- Strong work ethic and interpersonal skills, and a high degree of energy.
- Excellent written and oral communication skills, including negotiation skills.
- A history of successfully generating new revenue streams and improving financial results.
- Active fundraising experience.
- Ability to travel as required and work flexible hours, including weekend hours on occasion for events and donor meetings.

Details

- **Location:** This is a fully remote (virtual) position. Candidates based near Washington, DC or on the East Coast, and within a reasonable drive to a major airport, are *strongly* preferred.
- **Status and Salary:** This is a full-time position. The annual compensation range is \$155,000 - \$170,000 plus benefits, commensurate with experience.
- **Level:** Vice President
- **Reports To:** Chief Executive Officer
- **Supervisor Responsibilities:** Senior Program Manager and Program Manager
- **To Apply:** [Expand HR Consulting](#) has been exclusively retained to lead this search. To apply, please send your letter of interest and resume to Expand HR Consulting, resumes@expandhr.com.
- **Diversity:** SMFM is committed to providing an opportunity without regard to an individual's age, color, disability, gender, gender expression, gender identity, genetic information, national origin, race, religion, sex, sexual orientation, or veteran status.